

ESSAY

U P O N

Industry and Trade,

S H E W I N G

The Necessity of the One,

T H E

Conveniency and Usefulness of the Other,

A N D

The Advantages of Both.

*Si quis suis, & maxime Domesticis non providet, Fidem
abnegavit, & est Infideli deterior.*

1 Tim. 5. 8.

EDINBURGH,

Printed by James Watson in Craig's-Cloſs, M. DCC. VI.

ESSAY

ON THE NATURE AND EXTENT OF THE

THE NATURE OF THE

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THE ADVANTAGES OF

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EDINBURGH

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ESSAY

UPON

INDUSTRY and TRADE.

INDUSTRY and Trade do so far depend upon one another, that without the one, the other cannot Subsist or Flourish.

Money is that which supports both: And tho' by a due Improvement of our Industry at Home, Money may be encreased; yet of late, this Nation is so far drained of Money, that both our Industry at Home and Trade Abroad, are vastly decayed: And this very much occasioned by our Luxurious Living, on the one Hand; and the neglect of those Regulations necessary for encouraging our Industry, and keeping our Trade within such Bounds, as that the Nation be not Losers by it, on the other.

There has been of late a great Noise (and not without Cause) of the Scarcity of Money and Decay of Trade, and a great many Proposals made to supply the one, and support the other; but with how little Success, is left to a great many to judge.

Fonds of Credit upon a Land Security, may be very useful to supply a present Necessity, but without a due Regulation of Trade, all such New Projects must vanish; for if any Nation shall import more as it Exports, no Fond of Credit can support that Nation's Trade, for their *Whole* in end, must go toward the payment of their Debt: And on the other hand, if their Trade be Regulate, the Nation's Industry is the best Fond of Credit to support it.

By Industry is mean'd, the useful Improvement of the Native Product of the Nation; and that being managed under due Direction, will effectually support our Foreign Trade, and thereby not only

recover what is past, but preserve us in time to come, from such unluckie and dangerous Circumstances as hitherto we have fallen into.

This Nation has more Advantages for Industry at Home, and Trade abroad, than many of its Neighbours. We have a competent Number of People; we have Subject enough within our selves to employ them; We have all the Necessaries of Life and Subsistence, and abundance to spare; So it's our own Fault our Nation decays. It's therefore necessary for us, and high time to consider, what is proper for us to do, with regard both to our Industry and our Trade.

That which concerns us most, with regard to our Industry at Home, is, That all Hands be put to Work, and nothing exported that is the Subject of any improvement, till first it's improved to the best Advantage.

There are several useful Subjects of Improvement in this Nation; such as Wool, Flax, Fishing both in the Sea and fresh Waters, Coal, Salt, Lead, Mines, &c. most of which, if duly improved, are alone sufficient to enrich a Nation.

England looks upon Wool as the Jewel of their Crown, it's that, and nothing but that, which by their Industry at first, raised them, and made them Rich: And their Manufacture is now brought to that Perfection, that it out-does all the other Countries in *Europe*.

The *French* and the *Dutch* are following their Example, but with this difference, That the Subject of their Improvement is not within themselves, but must be Purchast at a great Charge and Risque; and yet they find so much Advantage by employing their People, that they never put the Charge in Ballance with their People's Labour.

The Advantages that attend the Improvement of Wool, are so obvious, that they need not be insisted on. For *First*, It costs us nothing. *2dly*. It employs a great many Thousands of poor People, who otherwise would Starve, or be a Burden on the Nation. *3dly*. The Manufacture made of the coarsest Wool, will yield three times the Value. And *Lastly*, Considering our way of living, and the Persons employed in the course Manufacture of the Kingdom (such as *Galloway Whites*, Sarges, Plading, Fingram and Stockings, who work

work all these when they have nothing else to do, and sometimes knit Stockings when they are in the Fields herding their Bestial.) These Considerations, I say, may justly convince us, that we are able to sell at a lower Rate such Goods than can be afforded by any other Nation.

It's true, the Wool-Masters, or those concerned most in the Wool Countries, do think, That a Restraint upon the Export of Wool, is an Encroachment on their Properties, and a Restriction of their Freedom, in using what is their own, which they claim as effectually as the Proprietars of Grain, or any other Product of the Country. They further advance, That by a Prohibition, their Interest would Perish; and the Nation cannot use all the Wool; and if they be served, it's all they can demand. And further, That what is not used within the Kingdom, yields Money abroad, and is as much to the Nation's Advantage, as if it were Manufactured; whereas otherwise it would perish.

It's not contraverted, but it is the Interest of the Nation, That every part of the Body Politick be supported, and preserved, every way Consistent with the Safety of the whole: but that the Indulgence given to one part of the Nation, shall endanger, if not totally Ruin a greater part of the Nation, that Indulgence is to be restricted to prevent a greater Evil. Sure no Man but willingly will part with a Finger rather than his Hand, or with an Eye rather than with both his Hands and Feet, and yet still with a Caution, That if either the Eye or Finger can be preserved, all Reasonable Means should be used to do it.

In a National Concern, no Country should be stated in Opposition to another; every thing should be done for the mutual good of All, and with a due regard to the whole Concern'd in the Prosperity thereof. But if any Grain of Allowance were to be given to one part of the Nation more than the other, it should certainly be to the Industrious part, whereby those that are less inclined to Industry, will be brought to it through Necessity, if not through Choice.

As to what is advanced by the Wool-Masters, That a Restraint upon the Export of Wool, is an Encroachment on their Property, and hinders them the free Use of their own. It's not doubted, but every

every Man may have the use of his own: but when that Use comes to be an Abuse, to the Prejudice of the Nation or Country where the Proprietar lives, then the Magistrate may justly interpose his Authority to prevent such an Abuse for the General Good: For is it reasonable to think, That Wool may be exported to the Interest of the Proprietar, and yet Thousands in the interim should perish for want of the occasion to Manufacture it? Beside, that the Returns of the Wool Manufactured, is three times, if not six times more to the Nation's Advantage, than when exported unmanufactured. A Man may use his own Money, and upon occasion may have ten *per Cent.* for one Month's use of it; yet the Law has declared it Usury to take any more than the limited Interest: So that the hindering a Man from doing that which is highly Prejudicial, is not a stopping him from the free Use of his own, but only a Restraint upon him, that he shall either use it Right, or allow others to use it to his and the Nation's Advantage.

The Comparison betwixt Wool and Grain, has no Parallel. For tho' it be true, that the Proprietars of Victual may Export it when it is under a limited Price: Yet it is to be Considered, That Grain when reaped and made in Victual, is at its highest Improvement, and every Boll exported is so much gained to the Nation: But if it could admit of any further Improvement before Exportation, then a Restraint should be put upon it till it be brought to the best Advantage.

What is further advanced, That the Export of Wool yields Money Abroad, and that it's better to add so much to the Nation's Stock, than that the Wool should perish at Home, when the Nation cannot Manufacture it. This needs very little Answer: For tho' the Wool may yield Money Abroad, yet there is much more than the Value of the Wool lost on the Manufacture exported, which thereby decreases so far in the Price. Beside, the Discouragement the Industrious Part of the Nation meets with, which is vastly of greater Import to the Kingdom, than four times the Value of the Wool exported. For thereby such a Branch of our Improvement is lost, and many thousands who live by that Improvement, must go a Begging, and turn a Burden on the Nation. It's known

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in *Galloway* there has been exported a sort of Manufacture called *Galloway-Whites*, to a considerable Value, perhaps six hundred Sea-Packs in a Year, and now not one Pack exported: *Fingrams* in the North above six hundred thousand Ells exported, and now not one hundred thousand. It may perhaps be *said*, There is no Encouragement for it, and that as much Money is got for the Wool as for the Cloth. *First*, That is not true: *Next*, Tho' it were, and that the Cloth yielded no more than the Wool; yet considering, that the People that work it, live by their Work, and the Nation freed of the Burden of their Maintainance; the Nation is thereby so much enriched, and the Nation's Stock so far advanced: whereas if the People that work it, be deprived of that Mean of Subsistence, the Price of the Wool, when returned from Abroad, will not maintain them; so where is the Nation's Gain? It's true, the Exporters of Wool *may say*, They have no Concernment with these People, and so not bound to maintain them. But the Nation and those concern'd in the Government should consider, That every thing that is a Burden to the Nation should be obviate; for it is of no Import to the Nation in general, whether one Man be richer than another, or one Society, Town, City or Country be richer than another, it's the Government's Concern, how all may be enriched, & how such who by their Industry endeavour to enrich it, should be encouraged.

It's obvious to every Body, how prejudicial the Exportation of Wool is to any Nation. We see *Spain*, notwithstanding of its *Indian* Riches, miserably poor, because the Inhabitants rather choose to part with their Wool, than be Industrious: We see *England* infinitely rich, because they not only Manufacture the *Spanish* Wool to great Advantage, but even the coarsest of their own; and so far as Laws can encourage the Improvement of it, and discourage the Export of the Subject of that Improvement, the *English* have done it to a nicety. It may be confidently asserted, That we are the first Nation that ever made a Law for Exportation of Wool: Other Nations connive at it, to their own Ruin, but never made such a Law. However, now these concerned more immediately in the Wool, have got a Proof of the Exportation, and after a due Thought and Consideration they will find how little they are bettered

tered by it: For as the Prices have already fallen by glutting the Mercats Abroad; so they will find, that if the Nation be brought in desuetude to Manufacture it, they will not get half the ordinary Prices that it yielded at Home before allowing of Exportation.

The Wool-masters are for the most part Persons of very great Merit; and their Keeness to export the Wool may flow from a set of Men, who call themselves Wool-Traders, and who indeed mind their own Interest so far, that if they can but gain a little, are careless, tho' the Nation should sink in a moment. These Men when at any time they have a Stock of Wool on hand, do then amuse the Wool-masters, and assert, That if the Wool be not exported, then it will perish, while the design at the bottom is to import *English* Wool, and to export it with the rest of our best VVool. But that the VVool-masters may not be further amused with such Stories, they will be informed by the Custom-house Books, that the Quantities of VVool exported is nothing what they imagine, and can never influence the Price so much as they are made to believe. It's true, in the Year 1698 there was exported to *France* and other Places, about 36000 Stone, and there was upwards of 17000 Stone of this imported; but since that time the Export has been nothing considerable. In the Year 1704, when the Wool was allowed to be exported, the Whole entred in the Custom-house Books did only amount to 4362 Stones, whereof 3091 Stones imported from *England*. In the Year 1700 there was 7196 Stones imported, and only 4503 Stones exported. So from this the VVool-masters may judge how much they are enriched by such a pernicious Trade. It may perhaps be *Urged*, that much of the exported VVool is concealed: But this is of a piece with the rest, for the Duty is so mean, and the VVool so bulkish, that none will risque the Stock to save the Duty. Beside, if the Custom-house Books be not allowed to determine our Trade, we shall find no other Standard; for those that are concerned in Manufacture have much more ground to say, That a greater part of it is concealed; and there is much more reason to believe them, because the Manufacture is less bulkish and closer packed. It's needless to insist further on this Particular; the Damage sustained by such Export is obvious; the Advantage

vantage arising from its Improvement before Exportation is also obvious: So every one concerned is left to judge what is most the Interest of the Nation in this particular.

The next Subject of our Improvement is Flax. VVe are certainly much Gainers by Manufacturing it, but not so much as by Manufacturing of VVool: For we have the VVool at no Charge to the Nation, it being our own Native Product; whereas the Flax is for the most part imported. It's true, a great deal is the growth of our own Nation; but then the Lint-seed is brought from Abroad, and is of a considerable Value: For there is Annually imported above 4000 Hogsheads of Lint-seed, which is worth about a hundred thousand Pounds *Scots*; and the Flax imported will be no less as five or six hundred thousand Pound weight, and of Value Abroad betwixt one hundred and fifty, and two hundred thousand Pounds *Scots*. I am not discouraging that Part of our Improvement, because the Flax and Lint-seed is imported, which is the Subject thereof. Only if the Expence of Importing Lint-seed and Flax could be saved, the Improvement would be the greater.

The way to save the Expenses of both the one and the other is, to care for our own Lint-seed, and sow more than we usually do; and then we will reap the greater Cropt.

It's indeed Alledged, That Lint-seed must be changed, else it will not grow, and that our own Seed when often sown has been found to have no valuable Increase; So thereby there is a Necessity on us to import it. I shall not take on me to determine this Point, only so far I can say, that I was told; And I believe on good Ground, That the Reason why our own Seed has no valuable Increase, is, because our Lint being pulled green, the Seed is not fully ripe, and so not useful to be sown again to yield a plentiful Cropt: But if these that sow Lint, would sow a small Inclosure, & let the Lint of that Inclosure be fully ripe before they pull it, the Seed of that Lint will be sufficiently good next Year to sow their Field, and will yield a plentiful Cropt; and the Seed of the Lint that grew in the Field is abundantly good (tho' it was not fully ripe) to be sown in the Inclosure, to furnish a Stock of Seed the Year thereafter, and so *successive* from the Inclosure to the Field,

and from the Field to the Inclosure, the Seed may be perpetually preserv'd. I was also told in *Angus*, That several Persons there have reaped Lint-seed with that Advantage in that Country, that there is not only a more liberal Increase by it, than by Foreign Seed; but when the Owners sell it, they get a 4th part more of Price, than is given for the Foreign Seed. So here is a plain Improvement: And there is a great deal of Reason to think, that the Seed that is the Product of any Country, is fitter for that Country, than what is the Product of a Foreign Country. And if a Change of Seed is necessary in the several Fields where it is sown, then one Part of the Country may purchase it from the other, and thereby each Field will be humored with the Seeds that are fittest for it. If this could be effectuate, the Nation would be so far enriched.

I shall say little further on this Point, only if those that sow Lint-seed, would be at pains to Reap the Seed, they would have two Advantages. First it may serve to Sow in the same Field, and if that fail, it may be of use for a change, to be sown in some other Field of the Nation. But in the next place, tho both should fail, the Lint-seed can be exported to Advantage, and Sold Abroad for making Oil, which will sufficiently compensate the Pains in Reaping it; or we may Improve it by making Oil at home, without any such Export.

I need say little of the Linnen that is made of this Flax, only recommend to those that are concerned most in it, to take exact care that it be made sufficient; and if it could be of such exact Length and Breadth in each piece, and of such equal Fineness, as that it may be Sold in Pieces, without either Opening or Measuring, it would be an Advantage to the Seller, and an Ease to the Purchaser; it would add very much to the Advancement of that part of our National Export, for if we could Manufacture three times as much as we do, it would be all bought up. *England*, *France*, *Spain*, and those other Nations that have Plantations in the *Indies* very much want it. *England* does indeed send their Merchants to our Mercats to Purchase a great dale of it, but our own Merchants could Export it to other Kingdoms, much more to the Nation's Advantage, tho with some greater Risque. And tho the *English* should Discharge it to be

be Imported to them, most of the Trading and knowing Merchants of the Kingdom, think it an Advantage to us, because as we would get a greater Price in Forreign Countries, so by the Export our Shipping and Navigation would be so far Encouraged.

The Sowing of Hemp, is a very useful and necessary Improvement, for as it would save that Branch of our Import, so it would Employ several hands to Manufacture it. It's necessary for Shipping, for Cordage, for Nets, and when it Grows at home, it can be purchased at less charge, with no Expense to the Nation. I am told we have Ground fit for it; and the *Irish* have brought it to that perfection, by Encouragement from the Publick, of freeing such Lands wherein it is Sown of Taxes, that they can now serve themselves, and have to spare to their Neighbours; so the endeavours of a very few in this matter, as it would be advantageous at first to themselves, so it would be an Encouragement to others to follow their Example.

The next Subject of our Improvement, is, Skins and Hides, the Exportation of Sheeps Skins, is equally, if not more pernicious to us, than the Exportation of Wool; for the best Wool is carried out on the Skins, and beside we lose the benefit of making the Leather, which yields a considerable Advantage to the Nation; not only by Employing of, and Encouraging of such as are capable to manage that Work, either by making White Leather or Shambo, but by the ready and Advantageous Sale Abroad, of what is Exported.

Goat Skins, and all sorts of Wild Skins may be Improven, for we make as good Marikin as comes from Abroad; and if Goats Skins were kept within the Kingdom till thus Improven, we would serve our selves, and perhaps have to spare. Doe, Rae and Buck Skins, should not be Exported in the Hair, but all brought to the utmost Improvement we are capable of.

The Hare and Rabbet Skins, are become now so necessary and useful to us, that the Export of them will lose the Improvement of Hats, which is come to that Perfection, that we need no Act prohibiting the Importation, we being able at home to make as good Hats, and much Cheaper than any ever brought from *France, Holland or England*: And the *Dutch* foreseeing this, have of late paid from

30 to 36 Stivers for a dozen of our *Hares* and *Rabbets* Skins, which formerly have been Sold for (if not under) the half of that price; and our Merchants are so keen on this Advantage, that they Buy them up at any Rate, and have raised the price at home, to double of what formerly they were Sold at. This is a Discouragement to that Improvement, and therefore the Export should be strictly prohibit, and the severest Penalties inflicted on the Contraveeners, that Export either the Skins, or the *Wool* after it is cut off the Skins; and if this Prohibition take effect, we will be able to Export *Hats* made at home, to be sold Abroad to good Profit. For notwithstanding that the Hatters do now pay three Shillings and six pence, and perhaps more, for each Dozen of *Hair* and *Rabbets* Skins, and Eight and Six pence *Sterling*, for each pound of *Hare* and *Conny* *Wool*; yet their best *Carolina* *Hats* are Sold for Eight and Six pence price, and many of them under. So any Man may Judge, if the Hatters could purchase the Skins at Eighteen pence or Two Shillings the Dozen, and the *Wool* when cut, at Four Shillings and Six pence, to a Crown the Pound, (which is the *English* price) if then the *Hats* would not be made and sold much Cheaper. But I must say, That it's our unluckie Fate, that when we find a Demand for any Subject of Improvement at home, we will either raise the price upon him who can Improve it, or we will Export it, tho we should lose by it, if the Improver can be but Disappointed; this is what no Good Man ought to do, nor no wise Nation suffer to be done. *England* Encourages every Artificer, they wisely foresee, that by them the Nation Stands and Flourishes. They first lay down certain and solid Directions as the Artificers rule, (as is evident by their well digested Laws) and then they use all methods, that the Subject of the Artificers Work, shall be as easy as may be, knowing, That it's not the Subject of the Work, that makes the Value, but the Labour and Industry of the Work-man; to whom they give the utmost Encouragement, that he may reap the Advantage, and be thereby enabled, to a further Improvement of what he undertakes.

The Ox and Cow Hides, may be a good Subject of Improvement. We Import Leather to a considerable Value, and Export our Hides; whereas, if we would Tan our *Hides*, we would save a great deal

to the Nation, and provide our selves, with what costs us a great deal of Money. It's alledged by some, That we have no Hides fit for Soll or Bend Leather. That may be true, but then we may Import such Hides and Tan them our selves; and altho at first, we arrive not to that perfection, as that our Leather be of such Sufficiency, as what is brought from *England* or *Ireland*, yet we should bear a little, and use what we can have. And (even notwithstanding we may pay dearer for Shoes, that are not of the former Sufficiency and Goodness) we should not grudge it, because what is given for such Leather or Shoes circulates in the Nation, and nothing lost thereby to the Nation. It's ill management in a Nation, to see the Bark that is useful for Tanning, and the Hides that may be Tanned with it exported, and returned upon us at quadruple value, which we may save by a little Industry and Application.

The next and most considerable Subject of our Improvement, is our Fishing: no Nation in *Europe* is better situated, or can have more Advantages of Fishing, either in Rivers, Lochs, or in the Seas than we, it's at our Doors, and yet to our Reproach, we neglect it, while others upon our Coasts in our view, reap the Benefit: As the *English* look upon their Wool to be the Jewel of their Crown, so the *Dutch* reckon their Fishing their Golden Mines; it's that which maintains the People, Out-riggs and Man's their Fleet, supports their Trade, and enriches their Common-wealth. They manage it at a great Charge, but with a great deal of Application: Such is their esteem of it, that nothing in their Country gets the Title of (*Noble*) but their Fisherie: It's called *The Noble Fisherie* in all their Edicts; it's prayed for, under the Designation of their *Noble Fisherie*, great and small, in all their Churches; their greatest Complements they can give to their Ladies or Mistresses, is to call them, *Their Denty Scalafish*: In short, it is what they value more, than the *Spaniard* does the *Indies*, or any other Nation their greatest Riches: The Advantages that arise from it, are so Obvious, that we need not enlarge on them, only to regret our own Neglect and Misfortune in not improving them.

As for our Salmond taken in our Rivers, that indeed is improved
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and very much cared for, and should be an Inducement to try the Herring and White-Fishing.

It has pleased the Parliament of late, to give some Encouragement to Merchants to prosecute the Fishing; and some have engaged in Societies for that effect, others are employing their particular Stocks; but considering we have jealous Rivals, who will spare no Pains nor Expense to disappoint us, it should be the Concern of the Government to give further Encouragements, and not only give Draw-backs, but take off all Duties and Impositions on Salt, and other Materials useful for Fishing, and oblige the Officers of the Custom-house upon the Signed Attestation of any Society erected for improving of Fishing, not to exact any Duty at their highest Peril: For what can be more Discouraging, than to pay a greater Duty for Foreign Salt, than the Price at the first Purchase amounts to? Or to pay Taxes for the Nations Improvement?

Some of our Merchants have already sent off considerable Quantities of well made Fish, they have been at the pains to bring a Ship from *Spain*, sail'd by *Spanish* Seamen, who understand the *New-found-land* Fishing, they have inloaded aboard that Ship (beside Salmon, Barrell'd Cod, &c.) about 100000 dry Cod, which the Sea-men themselves think equally Good, if not better than that brought from *New-found-land*. If this Adventure take Effect, our own Merchants will lay out a considerable part of their Stocks to advance this Improvement. And the Government on their part, should not fail to give Encouragement for such Undertakings.

If the Advantages that arise from Fishing, were duly considered, there is none in the Nation but would Contribute towards its Improvement.

The Expense to the Nation is little or nothing; nothing I say, in comparison to the value of the Fishes when taken and carried abroad, for we are only at the Expense of Salt, Tree and Cordage, our Men are maintained by our own Product, and our Ships Equipt at no Foreign Charge. We have the best Herring and Cod on our Coasts, and within three Hours, perhaps sooner, after we have set Sail from our Harbours we can Catch them. In Storms, or Danger, we can return to our Harbours, in as little time without Hazard. If our Ships or Fishing Boats be loaded, they can come into their Har-

Harbours in one Tide, and be unloaded, and again equipt, and set to Sea the next Tide ; by which means they can have the start of the Foreign Mercats. When (then) we have such Advantages, why should we not use them? The Hazard and Pains which the *Dutch* undergo, and which we may entirely be free of, should Encourage us to engage in it ; and the Advantages that the Nation will reap by it, should induce the Government to support the Undertaking at any Charge.

There is one thing I shall presume to advise the Undertakers to obviate, which is not to be discouraged by every little Accident; for tho' it may fall out, that they get not Fish at first to answer the Charge, or tho' they should get Fishes, if these Fishes do not answer their Expectation abroad, they should not immediately give over, but first consider how either the Charge may be retrained, or the Fish better Cured, or endeavour to be more timeous at the Foreign Mercats, and then the Profit of a second Adventure may make up the loss of the former.

It fell out some years ago, that two or three of our own Merchants having set to Sea two or three Busses, they lost on them two Years together, and so did the *Dutch*: but the *Dutch* set to Sea the third Year, and with a less Fleet made up the loss of the former two years Fishing, but our Undertakers withdrew their Stock, and came off with their two years Loss; whereas, if they had continued, they might have saved the Whole, and continued the undertaking with Success.

In the next place, if the Undertakers enter into Societies, the whole Management (if possible) should be by joint Consent: But if they differ, the Major part should Over-rule the rest, they should all take Care that no single Man, or set of Society inhanse the Management, thereby to create Jealousies. It should be one of the Articles of their first Constitution, That all the Members of the Society be Managers by Turns, by which each will improve their Skill in the Art of Management. And *Lastly*, There should be entire Friendship among themselves with absolute Confidence in one another, and a mutual Resolution to follow forth what the Major Part shall Determine from time to time. If this Society be made up of Men known to one another, equally capable to advance their

Shares

Shares, and manage their joint Stock, and equally Honest in all their Undertakings, they cannot but Succeed: But if a Society shall begin to differ, set or lay Designs to disappoint the other, and thereby refuse or delay their Concurrence in what may tend to the common Interest, that Society must perish.

It falls sometimes out, that some Men engage in Societies, with a design to have no concern in the Management, but with a view of Profit and Gain: such Men should be shunned, for if they have Profit, they take it, without enquiring from whence they had it, or from what Improvement it mostly arose; if they have loss, they will perhaps once and again bear it, without enquiring into the occasions of this loss: but if the loss continue, then they draw back, refuse to concur with the rest, to make up the loss, and in end ruin all. Such Men should neither enter, nor be admitted in Societies; for its the interest of the Society, that every Member be equally known, and concerned in the Management. Its the interest of the Society, that before they enter upon any Project of Improvement, they all (at least some of them) understand it, for if they do not, then their Servants may Cheat them; and tho for some time the Servants may give them some Profit, yet if their Masters understood, from what their Profit arose, perhaps it would turn to the double. On the other hand, if all the Members or Masters of a Society, be not Men of equal Tempers, equal Capacity and willingness to manage and understand, the one part may disappoint the other, so here is another way to crush the design. But to prevent every thing that may endanger the Society, the choise of the equalest Set of Men, both in Knowledge, Integrity and Diligence, will be the best expedient; such a Set will by their Industry reap their Advantage, and if Loss be their fate, (which I may say is rare) they will contentedly bear it. Tho I must still add, That the loss arising to any Society, in setting on foot, for the Nation's Advantage, any new Improvement: if this Loss arise not through any Fact or Deed of theirs, the Nation should bear it. And the best expedient to prevent such a Loss, is, (as has been said) That the Government make every thing easie to all Societies, that enter upon any new Improvement; For its better for the Government, that even the Fees

Fees (not to mention Pensions) of those that serve the Government should be Retrenched, than any of these Societies should suffer; for if Societies break, the Government is at a Loss, but if they Flourish the Government, by increasing its Revenue, will in the end reap the Advantage.

I will not take it on me, to give Directions in the Method of Fishing, that being the Province of the Undertakers, or some Person better Skilled than ever I shall pretend to, so shall leave it in better Hands.

As we have Treasures in the Sea, if we will Improve them, so by a little Industry on the Land, we may find them. Our Coal is pretty well Improven, and with it we make abundance of Salt; but if that Salt were fit to Cure Fish, Beef or Pork, it would be a great National Advantage. We have Lead Mines very much Improven, and they Enrich the Proprietars: We have Copper Mines; we have the Materials whereof Allum is made; we have Sulphur, Oker, Fullers Earth, we have several kinds of very good Marble, and most of it very near the Sea; all which are of very great Advantage, if Improven either by the Proprietars, or other Undertakers. There have been Silver Mines discovered in our own Country, and Gold found in several Rivulets after Rain, these may yet be Discovered and Improven, if Her Majesty would dispencc in Parliament, with what belongs to the Crown; and the Proprietars in whose Ground such Discoveries are made, be obliged by Act of Parliament, to allow the Discoverers to work these Mines, upon such a share to be paid to the Proprietar, as the Parliament shall appoint. And if any such Act of Parliament be made, there should be a *Salvo* in it, that the Inclosures and Parks of any Proprietar may be safe, and the Damage sustained by breaking the Proprietar's Ground, in any other place of his Interest, may be appointed to be paid him, at the sight of the Judge ordinary.

There are several other useful Improvements, which may be carried on to the Nation's Advantage, such as the Feeding of Oxen, Cows and Swine, for as these help to consume our Grain in the greatest Plenty, so when Killed, Cured and Packed, they will yield

us a great Advantage Abroad, and at no Forreign Charge to the Nation.

I need say little of our Grain, because we have it (by the Blessing of GOD) in plenty, and abundance to spare; and altho when we Export it, the Prices are low, and perhaps the Heretors and Labourers may be the first Losers, yet the Nation in general are Gainers: for whatever is Exported, that is Superfluous and cannot be used at Home, after it is brought to its greatest pitch of Improvement, it is so much gained, and the Nation's Stock (whatever Price it is Sold at Abroad) is so far increased, and all Encouragement should be given, (when we have plentiful Harvests) to Export what we cannot consume; but with this Caution, That there be a sufficient Stock remaining to supply our own Necessities. And if the Government could fall on Measures, to keep alwise one year's Provision in Granaries, and Annually change it, so as it be not lost; we would reap the Advantage in time of Famine, and thereby be preserved from the fatal consequence of it.

The Soap and Sugaries, are very useful Works, and tho our Nation cannot afford the Subject matter of making Sugar, yet for the most part it may, for making of Soap. If those concerned would send Ships to the *Greenland* Fishing, the Oil would be afforded at little or no Charge to the Nation; I say to the Nation, because our Ships are Victualled at Home, and most part of the Necessaries the Product of our Nation; and tho the particular Undertakers must purchase these things at their Charge, yet the Nation in general is at no Charge, on the contrary, are Gainers: for nothing can be reckoned a Charge to the Nation, but what is brought from Abroad, and either Money paid, or Goods given in Exchange, which is equivalent: But because the *Greenland* Fishing, is both Uncertain, and may be Expensive to particular Private Men, whose Stocks may perhaps scarce Answer the Charge; such an Undertaking should be at the Expenses of the Government, who could not readily be Losers, if Ships were Equipt, and set out under a due Oversight and Skilful Management.

What are above condescended upon, are the greatest Branches of our Improvement, and may be augmented by our Industry; for tho

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we make some Advantage in every one of the Particulars abovementioned; yet it is not the half in those we have been in use most to Improve, and not the Fiftieth part in others, which we have been less concerned to improve.

A due Regulation may come to Advance and Encourage all. And if the High Court of Parliament, would bestow some time in deliberating and laying down solid Measures and Directions, relative to every Subject of our Improvement, and then the Government see, That what is Ordained and Enacted by Parliament, be duly observed and put in Execution, we would soon reap the Benefit, and (by the Blessing of God) be out of the reach of Contempt and Poverty.

Our Neighbour Nation of *England* take a great deal of Care to Encourage and Advance every thing within their Nation, that is the Subject of any Improvement, and what they Enact, they effectually Execute. What concerns the Wool (which is their greatest Jewel) their Laws are, I may say, a System of Directions how to use it from the Sheeps back to the Cloth; and one of very little Capacity, may find in their Laws, more to qualify him in the right making of Cloth or Stuff, than any thing he can learn from his drudging Master. And *England* has this great Advantage of us, that the Sons of the best Men of the Nation are put to Trades, and Employments: And Mechanicks are equally, if not more in Repute with them, than Merchants; whereas we condemn such Employments: Our Nobility for the most part, leave their Sons to raise their Fortunes by their Sword, and perhaps not ten of a Hundred succeeds: Our Gentlemen and Barons, they leave their youngest Children to the Mercy of the Eldest; and if they have Opulent Fortunes, they will give them a small Share of a 100, or perhaps not 50 *l. sterl.* a Year, that they may retain the empty Name of a Laird. I may call it Empty, because when they have been Educate to no Employment, and lived plentifully with their Fathers at home, they must imitate a little of his Grandure and way of Living, and never begin to think, till all is spent, and then they return a Burden on their Friends and Relations; but if their Friends fail them, then they are brought to Contempt and Misery, without being Pitied. Our Burgeses, they generally Hate and Contemn the Mechanicks, and shun the occasion

of putting their Sons to such servile Employments; So that generally speaking, the Mechanicks in this Kingdom (except in *Edinburgh*, and some of our Chief Cities) are Men of little or no Education, are allowed no valuable Converse, think of no Improvement, but what they are bred up into, have no Design further, than by hard Labour to earn their Bread: And most of those that have come to be called Masters, have found it a good Purchase to return to be Servants: So that thereby they are incapable of improving themselves to any Advantage; whereas, if we but duly consider it, the Mechanicks ought to be Men of the most Liberal Education of the best Judgments and greatest Application, Men who are Capable to improve every Undertaking to the best Advantage. I leave it to every Judicious Man to consider, if it be not as Honourable for any Gentleman to have the Oversight of a Hundred Servants under due Direction and Management, as to be leading a Hundred Sentinels to the Field to encounter the Enemy. The last is a certain Danger, and the former a sure Gain: And a Judicious thinking Mechanick may reckon to come as soon to command a Regiment of Servants, as a Subaltern can reckon to command a Regiment of Soldiers: It's no ways inconsistent with a Mechanick to be a Baron or a Burgess, he may either manage an Estate, or his Merchandizing; and with double Advantage: For if he has a Land Estate, then his Servants are maintained out of it; And besides, he may have in it Subjects of Improvement, such as Wool, Flax, &c. If he Merchandizes, then he has the Stock of his Servants Improvement; so, though at any time he should meet with Accidents of a bad Mercat, or Storms at Sea, his Stock continues; whereas when a Merchant loses his Stock, he is brought to Misery, and cannot recover it. We see, that those few Mechanicks that have had a liberal Education and Stock, from their Parents, do Thrive, and not one of a Hundred fails in bettering their Estates: We also see, that some who have had no Education, have by Industry acquired a liberal Fortune; and if such had been Educate, and had got the benefit of a Stock to begin upon, no doubt he would have raised his Fortune far above what he did. What then should move us to be such Enemies to our selves, and to our Country, as not to breed
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our Children Mechanicks, thereby the Fortunes and Estates of our Off-spring would be raised, our Industry and Native Product would be highly improv'd, our Nation would be enriched, the Mechanicks being then Men of the best Spirits, would be most Capable to serve the Nation in every state, would make it their Business to observe the Laws, would advise how they may be rectified in what concerns their several Employments, and by their exact Oversight and Direction, every thing would be carried on at a less Charge, and to more Advantage than now when few such Men are to be found in the Nation.

Having now touch'd such Particulars as may be improv'd by our Industry at Home. Let us next consider the Advantages arising from this Improvement, and by what Means our Industry shall advance our Foreign Trade.

By our Industry at Home, we in the first place serve our selves with all the Necessaries of Life, Food and Raiment, and if we incline to make Improvements for Pleasure, such as Sumptuous Buildings, Inclosures and Planting, we can have all this at an easy Charge.

After we are served at Home, we have Millions to spare; and which adds very much to our Advantage, there is Demand for all we can carry Abroad to Foreign Countries. It's found by a scrutiny in the Custom-house Books, that what is entred for Export in the Year 1704, will extend to near two Millions of Money at the first Purchase; and this Year 1704 is known to be one of the least Years of Trade that has been in this Age. Some Years back we will find our Export exceed three Millions, and perhaps more; and all this time little or no Improvement of Fishing, which by a little Industry may advance our Export far above what formerly it has been in our days. This being certain, that our National Product is yearly worth so much at Home, and does undoubtedly yield us a great Profit Abroad after we are served at Home with what is necessary for us. It must then be our fault that we are not Rich.

These things that are necessary for us, such as Iron, Steel, Flax, Hemp, Cordage, Timber, Tarr, Pitch, Foreign Salt, Copper & Brass, Druggs, Dy-stuffs and Oil, will not exceed, nay perhaps not

extend to one Million yearly at the Foreign Mercats. So all the rest (if we would care for our selves) must turn to our Advantage: But our Import from Abroad so far exceeds our Export, (which to our sad Experience we now find to ly heavy upon us) that we are Losers in one Million yearly at least, and all this excessive Import is for such Goods as serve for nothing, but support our Luxurie, such as Spirits of all sorts; Wines, Tobacco, Fruits, Spices, Sugars, Confections, Coffee and Tea, (which now comes to a great Value) Cloths, Stuffs of Wool, and Hair as well as of Silk, Cottons, Calicoes Plain and Stamped, *Holland* Linnen and Musline, yea Toys and other Bables to a considerable Value; and to add to all this, the vast Expence of a Court Attendance, perhaps upon designs less useful than the Nation's Improvement, lyes heavy upon us. Is it not then time to us to look to our selves? It's true we may be called, *Scotsmen* wise behind the hand; but it's better turn half way, than drown. Tho' all be at a Low-ebb with us, and the whole Body in danger, yet a skilful Application may recover us.

It's a Task beyond my reach to lay down Measures, and perhaps Presumption to make Overtures for Regulating of Trade: However I shall run the hazard of being Censured, and deliver my Thoughts so far as I am capable, with all the Ingenuity in my power.

The first and most unnecessary, tho' valuable Branch of our Import (I mean for Common Use) is Spirits of all sorts. The Excess in drinking of Spirits is destructive to our Health, as well as our Purfes, and the Importing of them hinders the Consumption of our own Grain, which cost the Nation nothing but its Industry: And Spirits made of Grain are now brought to a great Perfection and Improvement; and if encouraged, we might not only be thereby served our selves, but have Abundance to spare to our Neighbours. It's reported, That *Poland* and some of its adjacent Countries will export Spirits made of Grain to the Value of a Million; this both consumes a vast deal of their Grain, and employs a great many of their People. So a Restraint upon this Branch of Import would be highly advantageous for us.

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The next unnecessary Branch is Tobacco; This is of no further use but to drain us of Money, and what we purchase at so dear a Rate, evanishes, and is spent in smoak. It's true, some will say, They must have it for their Health, and having now contracted such a habit of smoaking, they cannot without prejudice want it. Pray, what became of our Forefathers, that wanted it? they lived longer than we, and never knew that *Indian Weed*; and for any ill Habit we have contracted by smoaking it, that should be no Argument to allow the Import of it: But if any Person shall think it absolutely necessary for them, then they may plant it at Home, and save the Foreign Expenses, or may use *Tussilago*, or some such Herb, that when dryed, may be as healthful and useful as Tobacco, and at a less Charge. But if Tobacco be their Darling Herb, then, as I have said, it may be planted; and I am told, That there are Fields in our own Country, where it will grow, and be brought to a great Perfection: And there are Men in the Nation, that for the Privilege to be the sole Planters for a certain number of Years, they will bring it to Perfection, and not only have abundance to serve the Nation, but considerably to spare. This would be of Use to the Nation, and would at least save them two or three hundred thousand Pounds (modestly speaking) that is inconsiderately thrown away, I may say, for nothing.

Coffee and Tea comes now to be a most valuable Branch of our Import; there is scarce a Nobleman or Gentleman of any Worth, or Chief Burgeßs, but their Ladies and Wives must once a day drink Tea; and which adds to the Charge, (without mentioning the expensive Equipages of Plate) they must have *Japan* Tables, Boxes and Baskets, *China* Tea-cups, Dishes, Tract-pots and Coolers; they must have Spirits to boyl their Water, and the finest Sugar or Sugar-Candy to drink their Tea. This is an additional, tho' unnecessary Charge on the Nation. If we must have these Liquors, why may we not use Herbs that grow in our own Country? If we do not think of something to supply the Coffee and Tea, or entirely restrain it, it will in a short time be equal, yea perhaps exceed the Import of Tobacco; and how much we are benefited by either, is left to every thinking Man to judge.

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The Importation of all Woollen Cloths and Stuffs, Silk-Stuffs, & Camlets, &c. is highly prejudicial to us: It's true, they are under Prohibition; but such is the Itch we have to throw away our Money, and bring home and wear what's Foreign, that we will bring them Home, and wear them at any Rate, and with the greatest Risque. There may be ways found out to prevent this Abuse, by Selling all Woollen Cloths and Stuffs, and laying some further Restraints on Taylors as to the making; but for Silk Stuffs, or such made of Silk and Hair, or wherein there is Silk and Hair; these should be entirely and absolutely prohibit to be Sold or Worn. And if the Laws thereanent be observed, then a great part of the Nation's Charge will be saved: And it's left to every Man to consider what a vast Expense this is to the Nation, which if effectually re-trenched, will not only save so much to the Nation, but will improve something among our selves, to be used in place of these Superfluities.

I know those concerned in Silk Manufactories, will think the Prohibition of wearing Silk Stuffs hard upon them, after they have laid out their Stocks upon that Improvement: I confess it is so, but when we consider a National Concern, a particular Advantage must be parted with to prevent a greater Loss: And tho' perhaps some particular Men may lose by the Prohibition of wearing Silk-Stuffs; yet the Nation will be Gainers, so they must bear their Loss in this Matter, and turn their Stocks to some other Improvement to make up that Loss.

The Importation of Foreign Linnen, Holland, Muslin, Camrick, White and Painted Calicoes and Lace, is a vast Charge to the Nation; and altho' at a moderate Computation they may be reckoned to be of Value about seven or eight hundred thousand Pound *Scots*; yet there is not entered in all the Custom-house Books to the value of a tenth Part: The effectual Restraining of the importing and wearing of all Foreign Linnen, Muslin and Calicoe, would be of great Advantage, for as it would save us the Expense abroad, so it would improve what is made at Home, and make every one Emulous how to out-do his Neighbour, in making Linnen, Muslin and Lace, to supply what was formerly imported at so great a Charge.
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Let us but consider, that now all the Nobility, and most Men and Women of Fashion, wear nothing but Holland Shirts; it we reckon them but Ten Thousand in the Nation, and each wear Holland to the value of 40 *l.* yearly, here is 400000 *l.* Let us reckon Ten Thousand Women in the Nation that wear Painted Calicoe, and each to be at the Expense of 20 *l. Scots*, here is 200000 *l. Scots*. Let us reckon 50000 People in the Nation that wear Muslin and Cambric, to the value of 12 *l. Scots* each, here is 600000 *l.* and sure this is the most Moderate Computation; by which it's evident, what a vast Sum it amounts to, and in all the Computation, Lace nor Table or Bed-Linnen so much as mentioned; so the Necessity of restraining this Branch of Import is obvious.

The Ladies no doubt will think this a Hardship upon them, but the Virtuous part (for generally speaking, so I think them all) I say the Virtuous will consider, that neither Virtue or Beauty consists either in a Silk Gown, or in Foreign Linnen, the want of it may perhaps Eclipse (a little) their Gayety; but when once they are brought in Use of wearing the Product of their own Country, and each of them Emulous in Improving and Encouraging what is made at Home, they will look with as good an Air as ever, and the Advantage will redound to themselves, for what is saved is gained: And therefore, in the Nation's present Circumstances, it is not doubted but they will concur to Restrain every thing that may hinder a sinking Nation to retrieve, if possible, the dangerous Circumstances they are reduced to.

I would mention the Wines, the Fruits, Spices and Sugars and other unnecessary Branches of Import, but am afraid, both the Merchants, and those concerned in the Government and Customs, will think I have gone too great a length already.

As for the Merchants, they will no doubt alledge, That if such considerable Branches of their Import be cut off, then consequently their Shipping; for the Export will not defray the Charge of the Fraughts, and thereby Trade be intirely ruined. I do confess Merchants may be thus Losers, but still the Nation Gainer; for if we can Import Money in place of such Goods, as are of no further use than to serve Luxury, certainly the Ballance is on our side; so that

if we can get Fraughts to these Ships, from one Port to another, till they come to such Ports as can furnish them with our necessary Import, then all will tend highly to our Advantage. But to Import what is Superfluous, and thereby to carry on a Disadvantageous Trade; it's better to lose the inward Fraught, than run the hazard of the Nation's Ruine.

As for the Taxmen of the Customs, they will no doubt think themselves Losers, and those at the Helm of Affairs in the Government, will think Her Majesty's Revenues impaired, so the Nation's Improvement and Recovery must be stopt, till their Loss at home be obviate.

I do Confess, the Government ought to be supported, and it's the Honour and Interest of the Nation that it be so, and so far as is necessary, the Revenue should not be Impaired, and if it be, it should be made up out of Equivalent Fonds; but it's hoped, that those concerned in the Government, will never put the Nation's Recovery in the Balance, with the loss of a part of the Revenue. And on the other hand, that those concerned in the Welfare of the Nation, and in whose power, it is to make up the Revenue, will never give Her Majesty or those concerned in the Government, occasion to stop what may be the Nation's Interest, for want of the necessary Supplies to support the Government. As it's the Interest of the Nation, that the Government be supported, so it's the Interest of the Queen, that the Trade and Industry of the Nation be encouraged; for as the Nation will thereby be Inriched, so Her Revenue in a short time will be highly Augmented.

What the Taxmen or other Officers of the Custom House may advance, ought little to be regarded: for both our Industry and Trade, many times meets with the greatest Discouragements from them; it were therefore most necessary to Recommend to them to observe the Laws, and to make no undue Exactions.

As Her Majesty's Customs should be payed, so as effectually should the Merchant be payed of his Draw-backs: As the Merchant should pay effectually what is due upon the Entrie of his Goods; so the Officers of the Custom-house, their accepting, far less exacting more than what is due, should be highly Penal. Our Neighbours

bours of *England*, they lay down Rules to the Officers of their Custom-house, by which they must bring in that Branch of the Revenue: These are nicely observed, the Collector knows his Duty, the Merchant his; every thing is managed with the greatest Ease to the Merchant, and certainly of getting what is his Right, as effectually as he pays the Duty. There is in that Nation no Complaints, no Designs to Elide the Law, every one concurs to Encourage and Support Trade without Abatement on the one hand, or Exaction on the other: If this were our Fate, it would be the Merchant's Happiness, and the Nation's Advantage: For if the Taxes on Trade in *England* were not (by reason of the War) heavy, they would be a most flourishing Nation.

I do confess it is my private Opinion, That all Imposition whatsoever should be taken off Trade, and that there should be no Taxes upon it, and that Her Majesty and Royal Successors, should have an effectual Fond to make up that Branch of the Revenue, by such a Tax, as the Wisdom of Her Parliament can think upon: For it's Evident, when heavy Duties are upon Goods, some Merchants run these Goods without paying any Duty; and then they Underfel their Neighbours who pay it, who are not able to afford their Goods at so easy a Rate; whereas, by an Exemption from all Duty, and a freedom of Trade, (with this Caution alwise, That what is superfluous may be Prohibit) then every Merchant will be on equal Footing; and he who is most Capable to manage a Trade, will have the most Advantage, and all will redound to the Merchants Interest.

The Nobility, Gentry, and Others, who are Proprietars of Land-Estates, may think this a Hardship on them, because perhaps their Estates may be Burdened to make up that Branch of the Revenue: But in the first Place, there may be other Fonds; for Example, Paper, Why may not an Imposition of Sixpence a Sheet be laid upon all Paper made use of for Letters passing the Signet, Signatures, Acts, and Decrees, Dispositions, Bonds, Contracts, Assignations, Discharges, Factories, Charters, Instruments, and all other Probative Writs, except Bills of Exchange? Such a Tax would amount to a great Sum, and may be as easily Collected, and Complied with, as Three or Four Pound for each Sheet of a De-

creet to a Clerk: But if no such Tax should be thought Reasonable, and that the Land-Tax should be thought the surest Fond; yet in my Opinion, the Proprietars of Land should not stand in the way of it; for let the Noblemen and Gentlemen consider, that tho' the Merchants be the first Advancers, yet it's they that refund the Merchant with Interest; for the Merchant lays on his Profit on the Advance of the Duty, as well as on the first Cost of the Goods; and it's such Goods, whereof the Duty is high, that are bought by the Noblemen and Gentlemen; all other Goods which pay a small Duty, are such only as are useful for Manufacture or the Nation's Improvement, and these are Purchast by the meaner sort of People at a small Charge. Let a Nobleman or Gentleman consider, how much he Gains by, at least 12 or 15 *l. Sterk*: on each Tun of his Wine, 15 to Twenty of the Hundred Abatement on Fruits, Spices, Sugars, and other Necessaries for his Family, let him compare these Abatements with his Proportion of 300, or 350000 *l. Scots* imposed on his Estate by way of Land Tax, to make up the Duty of Foreign Goods, and he will find the Advantage. Beside, The whole Nation should consider, That if Her Majesty gets 350000 *l.* for Her Customs, the Tax-men get near as much to themselves, and thereby the Trade is Burdened with almost the Double of what is applied towards the Support of the Government. Let all seriously consider on this, and believe this is no imaginary Story, for the Custom-house Books will prove it. It's true, in the Year 1704, the Total of Custom and Foreign Excise collected, did only amount to 380000 *l. Scots*, it being then in Her Majesty's hands under Collection: But in the Year 1700, the Collection at the several Ports, amounted to upwards of 640000 *l. Scots*: and in other Years, I am told, the Collections will be found to be greater. This is a heavier Tax on the Nobility and Gentry than their Land Tax; for the Merchants having advanced six or 700000 *l.* of Custom, Excise, and other Duty, they add to this perhaps 200000 *l.* more, and lay all upon the Goods sold; so that the Noblemen and Gentlemen pay Double, if not Triple their Proportion of a Land Tax. It's true, it may be said, That this comes to be heavy on the Gentlemen of small Estates, or such as use no Wines, or other Superfluities in their Families

milies. This may be granted, but it's impossible to Obviate every Inconveniency; only this may be said for them, That if they use little of these Superfluities, they are the Abler to pay their Proportion of the Tax; and they as well as the rest of the Nation, will reap this further Advantage, that a free Trade may bring in many People, and Encourage much Trade in the Nation, and thereby the Price of Corns, and other Necessaries of Life may be reasonably computed, to Augment much more than all this Land Tax will amount to.

In the Appendix to the Bishop of Sarum's Letters, it's there observed, That tho' the Grisons Country is Barren; yet the Inhabitants (by their Industry and freedom of Taxes) flourish. For says he, *The Grisons Country is much more Barren than Switzerland, because it's wholly upon the Mountains, which produce nothing at all; yet notwithstanding (all Excess and Luxury being banished from among them, and the Inhabitants being extreemly laborious) there are none to be seen there that are very Poor and Needy, but they live at Ease; and there are a great many Gentry of Good Estates. Their Government is altogether Popalar; there are but three or four Royalties belonging to Nobility in all the Country, all the rest of their Lands are in Demain, which may yet be called Royalties too, because Exempt from all Dues and Payments whatsoever; There is nothing at all to be payed for bringing into the Country any sort of Goods, or Merchandize, or for Exporting of them thence, every one there enjoys the Fruit of his own Labour, and the Revenue of his Land, altho' the Wine they Drink is brought upon Horses four or five Days Journey; yet they have it Cheaper there than in most parts of Italy or France, where it so plentifully Grows. There are Villages upon the very Tops of the Mountains, consisting of 150, or 200 Houses a Piece; and altho' they have no Corn nor Grain, that Grow there, and but very little Grass, yet the Peasants keep three or four Hundred Horses, which they employ to carry Goods and Merchandize, which turns to so good Account, that they live very well, and want nothing, either for the Necessity or Convenience of Life. The Inns upon the Mountains are very good, and there is likewise to be had (beside good Bread and Wine) great quantity of Game and Venison, according to the Season of the Year, good Trouts, and very good Chambers and Beds according to the manner of the Country; so here is aundance of Plenty. But the Author observes of the Country of*
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Chavenne, That altho' it be a more fertile Country, yet the Inhabitants and Peasants do not live so well as in the Grison's Country, for that the Natives are more Slothful and Laxie, and that there are there abundance of poor People as are to be found in all Parts of Italy. So it's evident, as Industry makes on Country Flourish, Luxury and Sloth makes another Perish.

The *Dutch* impose very small Taxes on Trade, and their Exactness in following out what they undertake, makes their Country flourish. They do not reckon so much on the Estates what they can give their Children, as on their Education: They are most Industrious in their several Employments, exact in making all their Native Commodities, so as Foreigners will purchase them by the Marks. They encourage every Person who makes new Discoveries or Improvements; They carefully provide for, and employ their Poor, are severe to none of different Opinions with themselves in Matters of Religion. Their Merchants are on all their Great Councils, and what relates to Industry and Trade, is their chief Care; there are few that lend Money on Interest, each employing their own Stocks: but if any do, the Interest is so low, that the Borrower gets Profit by the Improvement. If then the *Dutch* so much flourish by their Industry, sure we who have the Subject of our Industry at Home, at no Charge in comparison with their Charge, would much more flourish, if we cared as much for our selves as they do for themselves. I shall have the Satisfaction now to think, we will do something to better our Circumstances; as the Proverb is, *It is better late thrive than never*. If then our Government encourage our Industry, and our Nation improve and augment it, the next Thing that falls in to be considered, is, That when we have been Industrious at Home, we do not lose the Effect of our Industry when Abroad.

The chief Thing, in the first place, we should aim at, with regard to our Trade, is to bring the Ballance on our side, and for that end should Trade with no Nation to a Disadvantage.

England affords us little that is necessary for us, and yet they drain us more as any Nation; they take from us some of our Linnen and Black Cattle; but we could Trade with the first to great Advantage to *Spain* and other Countries; and if we could improve the

the Feeding of our Cattle, it would provide our Ships; and their Hides, if rightly tanned, would be of great Advantage to us. We bring from *England* all sort of Woollen Cloths and Stuffs, all sort of Silk Stuffs, white Laces and Muslin for superfluous Clothing; all sort of superfluous Furniture for our Houses. We bring from thence Tobacco and Leather at a great Charge, beside many other things of a great Value. And to add to all these, the Expenses of a Court Attendance is heavier on the Nation than most of our Taxes. If our Sovereigns would once in a Year visit their Ancient Kingdom, it might in some measure retrieve that Expence: but the *English* know better how to manage their Interest; and altho' they have rescinded their Act declaring us Aliens, yet both before and since passing that Act, they effectually make us so, and if we do not look to our selves, in a short time they will sink us.

Ireland affords us nothing necessary; they take from us yearly not within 300000 lib. *Scots* in *specie*; we afford them some Coal & Bark (the Exportation of the last being prejudicial to us) and the Coal (as has been already observed) will not amount to 18000 lib. *Scots* yearly. They send us, or we bring from them, all sort of Woollen Manufacture, Butter, Cheese, Tallow, Hides, Leather, and white Soap in great Quantities; so here we are vastly Losers. The Butter, as can be made appear by the Custom-house Books, will exceed 100000 lib. *Scots* Value; and all that we bring from them, may (by a well regulate Industry) be afforded at Home at no Charge to the Nation.

France affords us Salt, Cork and Hoops, all necessary for our Fishing: It affords us also Writing-Paper, and these things that are less necessary, such as Wines, Brandy, Vinegar, Pruns, Window-glass, Apples, Alamode, Lutestrings, with a great deal of Cramery-ware, and other Goods: But they take from us Salmond and Grilfes, Lead, Coal, Stockings, and some Woollen Manufacture, Dogs Skins, white Leather, and Hides; and we have been in use to export thither White and Red Herrings, Cod-fish, dry and pickled: But these are now prohibited, as are also our Stockings and Woollen Manufacture; a just Regulation, betwixt us and *France*, would be of great Use to us. For if the Restraint upon our Herring and White
Fish

Fish were taken off, and we freed of the Taxes, which they have laid on upon other Goods, that they have allowed to be imported; and that we were freed of the 50 *Sols per Tun*. We could Trade with *France* to great Advantage. The *Dutch* reap a great Benefit by importing thither their Herring and Cod; and their Advantage is the higher, that there is a Prohibition or Tax laid upon us, who may afford them at a less Charge: And therefore, in case of a Treaty of Peace, it should be our great Care to recover our Ancient Privileges in *France*; and if we can keep our selves from Importing of all kind of Spirits, Alamodes, Lutestrings, white Lace, Silk and Drogat, the Ballance will be highly on our side.

Spain affords us Wines, Fruits, Wool, Salt, Oil, Cochineel, Indigo, and several kinds of Dy-stuffs: They take from us Salmond, Grilfes, Herring, and Cod-fish, Linnen, Stockings, and several kinds of Woollen Manufacture, Lead, Tallow, Candle, Beef, tanned Leather, Butter and Cheese; a well Regulate Trade with *Spain*, brings the Ballance highly on our side; our Fisherie, if duly Improved, would very much add to our Trade in that Kingdom. And being most of the Returns to us, such as Salt, Oil, Dy-stuffs and Wool, are necessary for us, and that their Wines and Fruits, are purchast at a less Charge there, than when we buy them at the second hand, we should promote a Trade with that Nation; I acknowledge if we could return our Effects *in specie*, we would have the more Advantage. But in Matters of Trade, we ought to consider the necessary Conveniencies, that must attend the several Branches thereof; if our Ships carry out our own Product, and return Empty, the profits arising to the Adventurer will not answer the Charge, so that of necessity we must take Returns from thence in Goods. There arises also this Advantage to us, that Encourages our Shipping, that the Goods that perhaps we would, and actually do purchase at the second hand in *Holland*, we have them from them at the first hand, and at half the Charge to the Nation. Beside, all Goods purchast at the first hand are wholesome, and we are out of the danger of Sophisticate Goods, so that what we consume not at Home, may in due time be Exported with Advantage.

From

From other Places in the Streights, *Livorne*, *Venice* and *Zant*, we import *Florence* Wine of several sorts, *Florence* and *Gallipolie* Oil, white Soap, raw Silk (if necessary for us) Fruits, Salt-Peter, Brimstone, Anise Seeds, and several other kinds of Goods. We export thither Salmond, white Herring, red Herring, dry Cod, Lead, and dyed Stockings: These are the most valuable Goods we send to them, and all to good profit; so that by our Trade in these Parts we are Gainers. Nay, if we send Ships to *Venice* but two Part loaded with Fish, we have the Benefit of returning the Product of that Common-wealth, such as Currans and Oil free of their great Duty (as they call it) which is very considerable. So that this is one Argument more for us to improve our Fishing, there being nothing so valuable in all the Streights as smoaked Herring and dry Cod, which we have at little or no Charge, but what tends to the Improvement of our Shipping.

Holland affords us a great many Species of Goods, and mostly the Effects of their own Industry: We have from thence Flax, Tow, Lint-seed, Hops, Linnen Cloth, Canvas or Sail-Douk, white Lace, Threed, Alamodes, Lutestrings, wrought Copper and Brass, Soap, Sugar, Starch, Pipes, Pan-tyle and Brick, Hoops, Earthen Ware, Cramery Ware, and a great many other Species of Goods. We bring also from thence Wines, Spirits, Tobacco, Dy-stuffs, Cotton, Muslin, Oil, Fruits, Spices, and several other kinds of Goods: In short they afford us every kind of Goods we can bring from any Place in *Europe*; (except Timber, Tarr and Pitch) They take from us all kind of Woollen Manufacture, Salmond, Beef, Pork, all sorts of Skins drest and undrest, Hides, Furrs, Alumed Leather, Hair and Cony-Wool, Linnen, Tycking, Dornock; yea a Part of most of the Species of Goods exported from this Kingdom go thither. And notwithstanding all we import from thence, the Ballance is thought to be on our side. The *Dutch* value our Trade in Proportion beyond the *English*, because the *English* send nothing to them but what is brought to the utmost Perfection of Improvement; and our Goods are improveable by them after we have exported them; some of our Goods, such as Wool, and Skins with Wool upon them, Goat-Skins, Lambs-Skins, Dogs, Fox, Otter-Skins, and other Furrs are noways improven before Export; and to our Reproach they

return them to us at 4 times the Value: Yea our Manufacture, such as Plaiding, Fingran, Stockings, Sarges, Kerfayes, are not half improved by us when they receive them. This we should seriously consider for our own Advantage, because still the Ballance would arise the higher on our side: We should also regulate our Trade so with that Country, as that we bring no Goods from them (nay from any Country) but what is the Product of the Country from whence we export them. For, as I have said, we buy them dear at the second Hand; we get them oft times sophisticate; we pre-judge our own Shipping, who thereby want the Occasion of bringing Goods from the first Port, and hinder the Consumpt of a great deal of our own Product, that would be spent in Victualling our Ships for such Voyages.

Denmark and *Norway* affords us Timber, Tarr and Pitch: These are absolutely necessary for us; and they take from us Stockings, Sarges, dyed Plaiding, and several other kinds of Manufacture: They also take from us Bear, Malt and Meal. When we have Plenty of Victual, we cannot export it any where to so much Advantage as to *Norway*: And if the Toll were taken off, or by a Treaty, we could get the Victual imported there free of Toll, it would be a great Advantage to us.

We import from *Sweden* and all the *Baltick* Sea, Iron, Steel, Copper, Flax, Hemp, Lint-seed, Clapboard Plank, and several sorts of Timber; all which are useful for us. We also import Spirits made of Grain, Linnen, Camrick, and other Goods less useful, or rather altogether unnecessary for us. They take from us Stockings and coarse Plaiding, Lambs-Skins, and all sorts of Furs, white Leather, Coal, Salt, Herrings, Barrell'd Cod and dry Fish. So that the Ballance betwixt us and them may be reckoned on our side: But if we could improve our Flax and Hemp at Home, as has been already observed, our Ballance would be the greater, and our Trade with them the more advantageous.

The *Russia* Trade is scarce known to us: We have had several Adventures to that Country, but with little Profit, by reason we have no Resident or Staple-Factor to take Care of our Goods, and our Ships cannot stay to wait the advantageous Sale of them; whereas if there were a Staple-Factor or some small Fond settled by the Go.

Government, upon a Man known in Trade, who would reside in that Country, we could have a valuable Stock at all times lying there, waiting the Opportunity of a Mercat; which would be highly profitable to us: For we can send to them several kinds of course Manufacture, such as dyed Plaiding and Fingran, broad Cloth, Stockings Milned and Unmilned; We can also furnish them with Glass Bottles, and Lead. We can also send them our over-year Herring, all which Goods we can exchange by Barter to good Account. The Goods that we import from thence, are Hemp and Cable-Yarn, Flax, and Linnen Yarn, Plank, Tarr and Pitch, Train Oil, Wood-ashes, Pot-ashes, Tallow, *Russia*-Leather, rough Hides, Hony and Wax, Furrs of all sorts, Beaver and Cony-Wool, Sturgeon and Cavear, Civet and several kinds of Drugs: All which Goods (except Sturgeon and Cavear) are very useful for us; and the Import of them will tend to the Advantage of our Fishery, Soapry, and other Improvements, for they are purchast from them at half the Charge of what the like Goods cost us in other Places. Beside, this Trade adds very much to the Encouragement of our Shipping.

It's certain, that there is scarce any Nation in *Europe*, but we can Trade with to Advantage, tho' with some to more Advantage by a great deal than others; and therefore, as it should be our great Business to be Industrious at Home, so we should entertain a Commerce Abroad, with such Nations only, by whom we may reap Advantage, or whose Product is absolutely necessary for us.

We have been at a great deal of Pains for an *Indian* Trade; we have settled a Company, who have got abundance of Privileges & Immunities; and if our unkind Neighbours (not to say worse of them) had not mal-treated us, that Project might have turned to good account. But now that it's proven abortive, we must settle our thoughts another way. An *East-India* Trade, I think, is destructive to *Europe*: I am confident, if *Europe* would give up Trading with them, it would be highly to their Advantage; for the *European* Riches (I mean their Gold and Silver) comes from the *West-Indies*, and *Europe* is only a thorow Fair to carry it to the *East-Indies*, and sink it there; and for its Returns, bring home for the most part Bables and Superfluities. I acknowledge, that so long as *Europe* keeps a Trade with them, it's the Interest of each Nation to be

Enalous which of them shall Trade there with the most Advantage, for who ever carries the Trade, carries the Profits arising from that Trade; and the only way to carry the Profit, is, for that Nation that has the Trade, to carry the Goods brought from the *Indies* to their Neighbour Nation who inclines to Purchase them, wherein they will be so far Gainers: But if they think to carry on an *East-India* Trade, and consume the Effects of that Trade at Home, they are so far Losers.

A *West-India* Trade is more Profitable, and particularly to us here in *Scotland*, whose Effects may be carried there, and returned to good Advantage; and if our Settlements in the *West-Indies* had taken Effect, still the Ballance on our side had been the Greater, but we owe our Disappointments to our Jealous Neighbours, who, I may say, are never more Uneasie than when we are in the Road of the least Beginnings of Thriving, which should make us with the more Care and Application look to our selves, and carry on a Trade with such People and Nations, as are most Affectionate to us, and by whom we may expect such Advantages as that the Ballance be still on our side.

Having gone through the several Branches of our Trade, with regard to our Industry at Home, and the Advantages that may accrue to us thereby; and having pointed at the several Places with whom we may Trade to Advantage. I shall now with all due Respect to the Royal Burrows, and Trading Part of the Nation, recommend, that they would make it their Business to get every thing regulate, that is the Subject of our Improvement, and take exact care that these Regulations be duly observed. It is not their Business so much to consider, which of the Towns, Cities, Single Persons, or Societies in the Nation should be Richest: But how the whole Nation in general, by a well regulate Trade, may bring the Ballance on their side; and how each Branch of Trade may be Calculate for the several Parts of the Nation, where it may be most Advantageously carried on. They should duly consider, what parts of the Kingdom do Trade to most Advantage, and such who have the Ballance on their side, should be Encouraged; whereas on the other hand, those that Trade to Loss, (that is, whose Import far exceeds

exceeds their Export) their Trade should be Regulate, and Restricted, and all Abuses in Trade rectified.

The Burrows in their General Conventions should look upon Trade to be of more import, and more to be considered by them than any little Faction's Contrivance of altering the Stent Roll; for if by a Party, any Town shall happen to get a heavier Proportion than they think they are able to bear, that Town's next Contrivance is, how to make up a Party against the following Convention, to be eased of that Proportion laid upon them; and so from time to time the Stent Roll comes to be the Main of their Business: But if they would duly enquire in each Town's Trade, and make that the Standard of their Proportioning the Stent Roll, the occasions of altering would not be so frequent, and thereby there would be more time bestowed in considering Trade as their Chief Business in their Meetings.

The Linnen and Woollen Manufactures, and the Regulations necessary thereanent, would take up a great deal of their time: It's their Business to consider, What is proper to be done towards putting the Laws in Execution, and rectifying any thing Necessary that may make the Laws Effectual: They should lay down Measures for preventing the Exportation of Wool, of Woollen and Linnen Yarn, and every thing that is the Subject of any Improvement: They should consider, what are the proper Encouragements for the Fishing, and how far it is proper for them to concern themselves to make the Draw-backs effectual: They should also consider, and make enquiry in the effectual curing of Fishes, whether Herring or Cod, that their Determination (after enquiry) in that Matter, may be a Rule for the Parliament's procedure.

Fishing (as has been already said) is one of the most Advantageous Branches of Improvement we have, and yet most neglected; we have Laws giving great Privileges to Societies erected for Fishing, and yet these Societies have Miscarried; private Societies have set up, and these have also Miscarried; Private Men have employed Boats, and sent them to Sea, and these upon Discouragements or Disappointments have given up: What may be the Reasons of all this, it's the Concern of the Royal Burrows to enquire into, and see if any Expedient could be yet fallen upon to make that considerable Branch of Improvement effectual.

I shall presume under Correction, to make one Proposal, which is That either the Burrows or the Government, will upon a publick Charge buy a certain number of Bushes, with Nets, and all other Equipages necessary; and after they are Bought, that each twelve Seamen or Fishers that will go to Sea and Fish in these Bushes thus Equipt, should (upon finding Caution to re-deliver the Bush and Furniture at a certain limited time) have the Use of one of these Bushes to go to Sea and improve the Fishing therein for their own proper Accounts, for which the Government or Burrows, to whom, the Bush belongs, should have a fifth Part, or such a Share as may be thought an Equivalent to the Hazard and Risque of the Bush, and the Expense of Beating and upholding the same.

From this there arises to the Nation, this Advantage, That a great many Poor Fishers, and Seamen, who have no Stock to buy Fishing Bushes, and who perhaps mispend their time at Home, will be Encouraged (when they have Bushes for nothing) to go to Sea and provide Victuals for themselves, and when the Profit redounds to themselves, they will be at the more Pains to improve their Undertaking.

On the other hand, the Government who provides these Bushes, it's true, they Risque them at Sea; but for this, they have an equal hazard of an Equivalent, when they get a share of what is caught in these Bushes. And the Nation in General has this Advantage, that the Provisions for fitting out the Ships are all provided at Home, and upon the Matter, costs the Nation nothing; and every Barrel of Fishes taken, is so much gained in the Ballance of Trade to the Nation: By which, as People are employed, to their Wealth is encreast, and the Fishing improv'd, and that Advantageous Branch of our Trade, may in a short time come to be of as much Consequence (if not more) to us, as to the *Dutch*.

It will no doubt be said, That the Government will be put to a great Charge, and those that take the Benefit of the Bushes, may sell and dispose upon their Fishes, and conceal the quantity taken, so as that the Government will thereby be losers, and the Bushes and Equipages lost in the Event. For Answer, Many proper Checks may be put upon those that go to sea in the Bushes, for making the Government's Share effectual, but suppose what is asserted, were true, the Nation has still the Advantage, for whatever is caught, is still an Advantage to the Nation, tho the Government should get none of them, and if the Fishing can be but brought

to any perfection, it's worth more to the Nation, than ten times the value of the Bushes, and this method may perhaps take, for here is no Company Accounts, to make Differences in the Society, each Bush being a Company by it self; here is no Charge to a Society, there being no Wages to pay to Seamen or Servants on uncertain Events, every Man getting the Fruit of his own Labour, while he maintains himself at his own Cost, and he risques nothing but a little of his time, wherein he has ten to one of a clear prospect of Gain.

It may perhaps be also said, That nothing Thrives that's under a Publick Management, and that those that have most Interest in the State, may inhance what share belongs to the Publick, and thereby the Stock of Bushes perish. *First*, That may be obviate with very little difficulty. But in the *Next* place, tho it could not be obviate, the Nation is at no Loss, for all the Fishes taken, come to the Nation's behoof, and whoever get them, the Nation Gains. We see frequently those concerned in the Government get liberal Gratuities, and all these oft times carried Abroad, and Spent to the Nation's Loss, if these Gratuities were Employ'd in Fishing, and paid by the product of the Fishing Improvement, it would certainly be more Advantageous than to pay them *in specie*; now if the Bushes be Employed, and the Undertakers be succesful (in the worst view we can have of it) there is a National Advantage. But if this Proposal, fall under a due Management, and the Stock of Bushes cared for, the Advantage will still be the greater; it would be the Interest of the Burrows, to bestow some time in this or some other effectual Proposal, to carry on the Fishing, seing the greatest Advantage will redound to them in the event; they should enquire in the Methods, the *Dutch* fell upon at first to Encourage their Fishing, which has afforded them so much Treasure, and either trace them, or fall on better Expedients to make that Branch of Trade Flourish.

The Maintenance of the Poor, should be the Burrow's great Concern; it's upon them the heaviest Burden lyes, for the greatest number of People haunt their Cities and Towns. By Act of Parliament, there is an allowance of Two Shilling *Scots* to be paid *per diem* by each Parochin, to which any Beggar belongs, this will sufficiently Maintain them, and the Town or Society who takes them, has the benefit of their Work.

By a reasonable Computation, the Vagabonds, Beggars and idle People, may, if put to Work, Manufacture all the course Wool in the Kingdom, and thereby the Exportation would be prevented; and the course Manufacture that is Exported, would add very much to the Advantage of the Nation, and contribute very far towards the bringing the ballance of Trade on our side.

The Burrows should also have under their consideration, from time to time, what is proper towards the Encouragement of Shipping and Navigation. They should also consider how far they ought to Encourage all Artificers and Mechanicks, for it's by them, for the most part, that our Improvemens and Industry at Home must subsist.

The *English* have been at a great deal of Pains, to regulate every thing that may be profitable to their Nation; and if the Royal Burrows will but Enquire in their Laws and Acts of Parliament, they will there find Directions and Rules for every sort of Work and Improvement, that will be worth their while to enquire into; and if their Example be followed, the whole Nation, but particularly the Royal Burrows would reap the Advantage,

The *English* have a Council of Trade, consisting of Sixteen Persons, *viz.* Eight who have no Salaries, and eight who have for their more close Attendance and Care, 8000 *lib: sterl:* equally divided among them. It pleased the Estates of Parliament in the last Session, to appoint a Council of Trade for this Nation; if that Commission could be continued, and Men most known in Trade put upon it, who should be allowed Salaries for their close Attendance and Application; and whose Business should be to give all necessary Directions concerning Trade, to Regulate what may be amiss in the Management, and to prevent and determine Mistakes among Merchants, or betwixt them and the Taxmen or other Officers of the Custom House. This Council would highly tend to the advancement of Trade, and Improvement of every Branch thereof, so as that thereby the Nation may Flourish.

We have now an Union on foot, whether a Federal or Incorporate be best for us, I am not to take on me to Determine, only Peace is desirable, if the Terms be consistent with our Honour, as well as our Interest; but whatever be the Effect of the Treaty of Union, we should be looking to our selves; if we had made it our Business to have regulate our Trade, and Effectually put these Regulations in practice, we would long ere now have been beyond the reach of Contempt or Misery: And yet (notwithstanding of all that's be fallen us) if we will bestow a little unbiassed Application, for Encouraging the most material Branches of our Improvement, we will soon recover, and be beyond the necessity of Assistance from any Nation whatsoever. Our Endeavours in this matter, will no doubt, be most acceptable to Her Majesty, who (tho She be absent from us) will thereby shew Her self, our Nursing Mother; they will be most Acceptable to the Nation, because every one will Reap and Enjoy the Fruit of his own Labour. Her Majesty's High Commissioner, who gives the Royal Assent to such Regulations, will deserve well of his Country; the other Noble and Worthy Patriots, who are the Nation's Representatives, will be Fam'd to Posterity, for the good Offices they have done the Nation; both they and their Constituents, will thereby be Enabled to give more Assistance to our Queen, and be in a better Capacity to Contribute with our powerful Neighbours of *England*, in Defence of the Common Interest of two Kingdoms United under one Head and Sovereign. And in the last place, The whole Sons of the Ancient Kingdom will sit safe, every Man, under his own Vine, will rather bless than curse the day they were born; Will enjoy the Purity of the Gospel, and the Temporal Blessings of Life, and will never think of Banishing themselves from their Mother CALEDONIA, when she has abundance (if they be Industrious) to bestow upon them. I wish with all my Heart, that every one in their several Capacities, may make their Business to consider what is fittest for us in this Exigent, and assist in Retriving what has hitherto been so much neglected; and if they contribute their best Endeavours, then certainly the Nation cannot fail to encrease both in Wealth and People.

F I N I S.



